

**U.S. DEPARTMENT OF COMMERCE: INTERNATIONAL BUYER PROGRAM  
ANNOUNCEMENT**

**WasteExpo 2012**

**Conference: April 30 – May 2, 2012**

**Exhibition: May 1-3, 2012**

**Las Vegas Convention Center**

**Las Vegas**

<http://www.wasteexpo.com>

Waste Expo 2012 is participating in the CY2012 International Buyer Program (IBP).

**1. Summary:** Waste Expo 2012 has been selected to participate in the International Buyer Program. The show will be held April 30 – May 3, 2012 at the Las Vegas Convention Center (South Halls), in Las Vegas, Nevada. Waste Expo 2012 focuses on the solid waste and recycling industries. The website for all information about the event is: <http://www.wasteexpo.com>.

**2. Event Description:** Waste Expo is the largest tradeshow in North America serving the \$75 billion solid waste and recycling markets. The Waste Expo conference program runs from April 30 - May 2, 2012 and the exhibition is open from May 1-3, 2012. The event serves the entire waste and recycling industries - private sector, public sector and waste management professionals from all industries. WASTE EXPO combines industry education with an exhibition that showcases industry products and services for buyers from around the world. Attendance is open to all individuals related to the solid waste and recycling industries. Waste Expo is sponsored by the Environmental Industry Associations (NSWMA/WASTEC) and Waste Age Magazine. Waste Expo is held in association with the Global Waste Management Symposium, the Waste Tech Landfill Technology Conference, the Healthcare Waste Conference (formerly known as the Medical Waste Conference), and the Waste Training Institute.

The exhibit floor offers products in the following concentration areas: collection/transfer, landfill management, technology and recycling/processing/composting. Waste Expo exhibitors will be displaying many types of solid waste and recycling equipment including trucks and truck components, trailers, loaders, cranes, conveyors, bins, compactors, containers, balers, shredders, landfill equipment, screens, scales, computer software, waste based energy equipment and much more.

In addition, there are 2 additional conferences co-locating with WASTEEXPO: 1) The Healthcare Waste Conference (formerly known as the Medical Waste Conference, separate registration is required); and 2) The Waste Training Institute (admission to the WTI is included with the Waste Expo Full Event registration option). Waste Expo's conference program covers the latest trends, topics and technologies in the solid waste and recycling industries. Tracks for the 2012 event are: Recycling, Recycling Markets, Recycling Commodities, Sustainability, Money, Business, Law, Worker Health, Safety, Collection, Collection E-Tools, and Technology. For a complete list of conference sessions and descriptions, visit [www.wasteexpo.com](http://www.wasteexpo.com).

**A. Exhibition Hours:**

Tuesday, May 1, 2012	10:00 am to 5:00 pm
Wednesday, May 2, 2012	10:00 am to 5:00 pm
Thursday, May 3, 2012	10:00 am to 1:00 pm

**B. Waste Expo Conference Hours:**

Monday, April 30, 2012	9:00 am to 4:30 pm
Tuesday, May 1, 2012	10:15 am to 4:30 pm
Wednesday, May 2, 2012	9:00 am to 1:30 pm

**C. Healthcare Waste Conference (formerly the Medical Waste Conference)  
Schedule\*:**

Wednesday, May 2, 2012	8:00 am to 6:30 pm
Thursday, May 3, 2012	8:30 am to 12:15 pm

\*Separate registration is required for the Healthcare Waste conference. For more information, visit [www.medwasteconference.com](http://www.medwasteconference.com).

**4. Target Audience:**

- Private refuse firms and independent contractors, including landfill owners/operators (solid/liquid/hazardous)
- Government, including municipalities, county agencies, regional authorities, special districts, state and federal governments and landfill owners/operators
- Waste generators: Businesses and organizations that create waste in manufacturing retailing and/or providing services
- Secondary materials processors, contractors and recyclers
- Consulting engineering firms, consultants, architects, research and/or development organizations
- Equipment manufacturers
- Distributors and dealers
- Legal, insurance, financial firms and others allied to the field
- Trucking professionals including fleet owners, operators and maintenance professionals
- General contractors
- Healthcare waste professionals

**5. Target Industry Sectors:** Waste Expo focuses on the following environmental industry sectors: landfills, composting, collection/transfer, waste storage, transportation, processing and all forms of recycling.

**6. Benefits for International Visitors:** Waste Expo 2012 provides benefits for delegation members.

- List of exhibitors who export or indicate an interest in exporting to the group's country and/or region of the world.
- Invitation to the International Reception on May 1, 2012 from 5:15-6:15 pm.

- Translators will be available for International attendees on May 1, 2012 and May 2, 2012. There will also be bi-lingual assistance at the International Registration counters.
- Use of the International Business Center with meeting rooms and email access.
- Discounted hotel and airfare through select carriers. Available on website.

**7. Registration:** International Registration and badge pick up will be located within the Waste Expo attendee registration area in Hall S3 of the Las Vegas Convention Center.

**A. Registration Hours:** (Preliminary schedule)

Sunday, April 29, 2012	8:00 am to 3:00 pm
Monday, April 30, 2012	7:30 am to 5:00 pm
Tuesday, May 1, 2012	7:00 am to 5:00 pm
Wednesday, May 2, 2012	8:00 am to 5:00 pm
Thursday, May 3, 2012	8:00 am to 1:00 pm

**B. Pre-Registration:**

1. Receive complimentary admission for Exhibition Hall only (a \$65 USD value). Pre-register at [https://www.compusystems.com/servlet/ar?evt\\_uid=534&Promo=VP23](https://www.compusystems.com/servlet/ar?evt_uid=534&Promo=VP23) or online by clicking on the registration buttons on <http://www.wasteexpo.com> and entering source code “VP23” to receive the Free Exhibition Hall pass. Upon registering, delegates will have the option to request a Visa letter during the actual registration process.
2. Pre-register for the Full Event Package of conferences plus exhibits. The pre-registration cost for the full event package is \$700 USD (a \$930 USD value) and includes unlimited access to 3 days of the Waste Expo exhibits, 3 days of Waste Expo educational sessions, Waste Training Institute Workshops, 3 boxed lunch discussions, admission to the International Reception, one ticket to the Waste Expo welcome reception, and unlimited access to the Waste360 OnDemand Video Library. Pre-register at [https://www.compusystems.com/servlet/ar?evt\\_uid=534&Promo=VP23](https://www.compusystems.com/servlet/ar?evt_uid=534&Promo=VP23) or online by clicking on the registration buttons on <http://www.wasteexpo.com> and entering source code “VP23” to receive the discounted price. Upon registering, delegates will have the option to request a Visa letter during the actual registration process.

**A. Pre-Registration Deadline:** All registrations (with payment if opting for the Full Event Package) must be received no later than **March 23, 2012**. Registrations received after this date will be processed onsite. Pre-register at [https://www.compusystems.com/servlet/ar?evt\\_uid=534&Promo=VP23](https://www.compusystems.com/servlet/ar?evt_uid=534&Promo=VP23) or online by clicking on the registration buttons on [www.wasteexpo.com](http://www.wasteexpo.com) and entering code “VP23.”

**B. Onsite registration:** Delegates are also welcome to register onsite. Onsite registration is available at the International Registration counters in the Waste Expo Registration area of the Las Vegas Convention Center.

## **8. Hotel:**

**For IBP Delegates** - Hotel information is posted on the Hotel/Travel page of <http://www.wasteexpo.com>. Discounted rates and information are available on the website.

**9. Global Environmental Team Programs:** At Waste Expo 2012, the Global Environmental Team will offer a Showtime Program (pre-arranged counseling sessions for U.S. Exhibitors with commercial specialists), and arrange foreign buyer matchmaking with U.S. Exhibitors based on the foreign buyer requests.

**A) Showtime:** Commercial Specialist pre-scheduled meetings with U.S. Exhibitors will be offered through a Showtime Program at the show. Please advise Jessica Arnold of the Environmental Team as soon as possible if you plan to attend Waste Expo and want to take advantage of participation in the Showtime Program. This is a great marketing venue for posts to meet with high interest clients for counseling and potential follow on services. Participating specialists will receive details about all scheduled appointments at least 10 days prior to the show and will be asked to prepare for each meeting.

Environmental Team Contact: Jessica Arnold, HQ TPP, DC at [Jessica.Arnold@trade.gov](mailto:Jessica.Arnold@trade.gov).

**B) Foreign Buyer Matchmaking and site visits/spin-offs:** Provide high quality value added to foreign buyer delegations and upgrade the value of the delegation's IBP travel package. The Environmental Team will be arranging foreign buyer Matchmaking meetings with U.S. Exhibitors during Waste Expo. Foreign buyers will have final say over meetings set up for them based on their product/service requests. Foreign buyer profiles are required at least 6 weeks prior to Waste Expo to allow adequate screening time and meeting confirmations. For cases with visas pending, buyers will be marked as tentative.

## **10. Event Contacts:**

### **A. International Buyer Program Project Officer**

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### **B. Show Organizer**

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